554 /109 cont./ completely to the established ideal, the more
565 followers, the greater the standing. But in view of the experience
571 with the adat community head's group of relatives who, even though on /110/ a lower level, gave the same representation of the matter, it is necessary to be careful here, too, so long as we must proceed entirely from unauthenticated reports.

178 The importance of the system of followers in the earlier
571 form described by Kooreman decreased. New forms arose; these are to be found in the big-city relationships of Macassar. In the country areas, the relationship of large landowner to day laborer is an example.

178 The system of followers in and around the city of Macassar
441 is observable wherever wealthy merchants earn their money
571 by means of the sale and purchase of rice and fish, sand and stones. For their trade they employ a large number of people. This employment relationship can best be described as that of followers to their master in which the personal qualities of the merchant, the punggawa, are of overriding importance. Here, too, a follower avenges an insult done to his punggawa. Here, too, services performed -- frequently in addition to a fixed salary or piece wage -- are rewarded irregularly and in a general way. Here the punggawa also has a personal tie with a number of his people. When he dies his trade immediately goes down. His organization is built upon personal ties with his subordinates.

Large Landownership

491 Some characteristics of the system of followers can also
571 be found connected with large landownership (1), in the

466

1. No figures are available to indicate precisely when we can begin to speak of large

466 /112 cont./ koasa, sometimes called,
471 for purposes of differentiation,
571 "small representative"
(koasa tja'di).

441 One who owes his standing solely to his personal qualities
471 obtains no more in returns from his land than a person whose
454 standing is based entirely upon his descent, as might be expected on rational economic grounds. During the postwar periods when many Makassarese merchants were earning large sums, one might have expected that many of them would have invested even a small part of their money in pices of land in the interior. One would have thought that they might have bought sawahs, or that at least they would have had large pieces of land entered in their name in the land-tax registers with the purpose of having them developed later. Nothing of this kind, however, appears from the Goa land-tax registers. The opinion of one of these merchants that he did buy jewelry with this money but no land because land is difficult to sell quickly if one needs money merely points to the direction in which the explanation must be looked for.

571 For a merchant who is not related to the nobility of Goa,
565 it is difficult to attach a good koasa to himself and through him
554 a large number of laborers. If he were to purchase several pieces of land, his share in the harvest would not be worth the trouble. An ordinary kampong individual prefers to work the land of a prominent man from the karaëng group. In that he has confidence; it strengthens his position. A tie with a nobleman always appears valuable. On the other hand, so long as economic necessity is not coercive and the personality of the large landowner does not convince him of his special personal qualities, there is no reason for the kampong man to work for this wealthy stranger. In principle, this stranger is regarded as an equal with whom one can therefore